

Message Text

PAGE 01 TABRIZ 00031 080747Z

10

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 080648Z JUN 75

FM AMCONSUL TABRIZ

TO SECSTATE WASHDC 123

UNCLAS TABRIZ 0031

E.O. 11652: N/A

TAGS: BEXP IR

SUBJ: SALE OPPORTUNITY FOR WOOD WORKING MACHINERY

FOR CLEMENT MALKI ASSOCIATES

1618 ORRINGTON AVE

EVANSTON, ILLINOIS

REF: YOUR LETTER OF MAY 22 TO RAHIM TAVAKOLI C/O AMCONSULATE
TABRIZ, IRAN

1. STRONG POSSIBILITY OF IMMEDIATE ONE HALF MILLION DOLLAR SALE
IN TABRIZ WITH 2 MILLION FOLLOW UP SALE WITHIN ONE YEAR IF YOU FLY
SOMEONE OUT HERE AT ONCE I.E. 7-10 DAYS. IT IS TOO LATE FOR MR
TAVAKOLI TO GET TO HANOVER FAIR. PERHAPS PERSON FROM HANOVER
EXHIBIT CAN COME OUT TO IRAN. WILL NEED CATALOGS, TECHNICAL KNOW-
LEDGE AND AUTHORITY TO SIGN CONTRACT.

2. MR TAVAKOLI IS SERIOUS, READY TO PURCHASE AND IS A MAN IN A
HURRY. PROSPECTIVE BUYERS ARE ALREADY WAITING FOR HIS PLANTS OUT-
PUT. DELIVERY TIME IS CRUCIAL. HE HAS AN OFFER FROM AN ITALIAN
FIRM WITH PROMISE OF THREE MONTHS DELIVERY, HOWEVER, MR TAVAKOLI
IS SCEPTICAL ABOUT ITALIAN DELIVERY RELIABILITY AND DOUBT YOU HAVE
TO MATCH THIS SCHEDULE. WITH ENGINEERING DEGREE FROM U OF
OKLAHOMA MR TAVAKOLI WOULD RATHER DO BUSINESS WITH US FIRM. HE HAS
DELAYED SIGNING WITH ITALIAN FRIM IN ANTICIPATION OF YOUR RESPONSE.
BECAUSE NOW IS ELEVENTH HOUR NO TIME REMAINS FOR FURTHER WRITTEN
CORRESPONDENCE.

3. DETAILS, LARGELY BASED ON ITALIAN PROPOSAL AS FOLLOWS:
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KITCHEN CABINETS: CHIPBOARD 16-18 MM COVERED BY HIGH PRESSURE
LAMINATE 1.0 MM (BOTH SIDES) GLUED UNDER COLD PRESS, PANELS EDGED
WITH PVC. EQUIPMENT SHOULD BE CAPABLE OF FULL RANGE OF KITCHEN
CONFIGURATIONS, OUTPUT MINIMUM ONE SQ PER MINUTE. DOORES: 1 X 2

METER, 35 MM THICK, WHITE PINE FRAME WITH PAPER HONEYCOMB CORE
(AMCHINERY FOR HONEYCOMB ALSO NEEDED); SURFACE HIGH PRESSURE
LAMINATE 1.5 MM, MINIMUM OUTPUT 100 UNIT PER DAY.

4. TELEGRAPH AMCONSULATE TABRIZ WITH REPLY AS SOON AS POSSIBLE.
NEUMANN

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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